

Message Text

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PAGE 01 LAGOS 00221 111431Z

47

ACTION AF-18

INFO OCT-01 ISO-00 COME-00 DODE-00 EB-11 PM-07 TRSE-00

MC-02 ACDA-19 OMB-01 CIAE-00 INR-10 NSAE-00 RSC-01

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FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 2345

C O N F I D E N T I A L LAGOS 00221

PASS DEFENSE, COMMERCE

E.O. 11652: GDS

TAGS: MILI, MASS, NI

SUBJECT: NIGERIAN MILITARY PROCUREMENT: F-5E AND C-130

REFS: LAGOS 27, 10169 AND 9287; STATE 249670

1. ALHAJI WAZIRI IBRAHIM, CHAIRMAN AND MANAGING DIRECTOR OF HERWA, LTD. OF LAGOS, EN ROUTE TO US HAS HOPES SEE GOVT AND AIRCRAFT REPRESENTATIVES BEGINNING ABOUT JANUARY 20 RE POSSIBLE NIGERIAN PURCHASE F-5ES AND C-130S.

2. WAZIRIE IBRAHIM CALLED ON CHARGE JANUARY 10 TO REPORT HE LEAVES FOR LONDON JANUARY 13 AND US JANUARY 16 TO MAKE CONTACT WITH NORTHROP AND LOCKHEED OFFICIALS RE NIGERIAN INTEREST IN PURCHASING 40 F-5E AND 12 C-130 AIRCRAFT AND TO URGE THE COMPANIES TO SUBMIT FORMAL PROPOSALS TO FMG. SAID TIME FOR DECISION BETWEEN THESE AND SOVIET MIG-21 AN-12 AIRCRAFT IS APPROACHING, AND HE WANTS TO OFFER HIS SERVICES AND THOSE OF HIS FIRM IN "LOBBYING" WITH FMG FOR PURCHASE OF US AIRCRAFT. WAZIRI WOULD ALSO LIKE ESTABLISH CONTACT WITH DOD AND OTHER WASHINGTON OFFICIALS ABOUT JANUARY 20 TO CHECK ON PROSPECTS OF USG APPROVAL OF
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PAGE 02 LAGOS 00221 111431Z

MILITARY AIRCRAFT SALES TO NIGERIA.

3. WAZIRI ADDED THAT FMG HAS BOUGHT TWENTY SCOTTISH BULLDOG TRAINERS AND SIX SMALL GERMAN HELICOPTERS (BO 105) AND IS INTERESTED IN BUYING LARGE BOEING CHINOOK HELICOPTERS. A BOEING REPRESENTATIVE IS CURRENTLY IN LAGOS DISCUSSING LATTER POSSIBILITY.

4. WAZIRI DID NOT ASK FOR STATUS REPORT ON F-5E CONSIDERATION, WE DID NOT DISCUSS POLICY, BUT CHARGE AND DATT PROVIDED LETTERS OF INTRODUCTION TO ALAN MCKEE (AF/W), NORTHROP REP WILLIAM ROTHWELL (IN LONDON) AND LOCKHEED REP JOHN BEAVERS (IN US).

5. COMMENT: BELIEVE IT BEST FOR WAZIRI IBRAHIM TO MEET FIRST WITH STATE OFFICIALS AT LEVEL DEPT CONSIDERS BEST FOR GENERAL DISCUSSION OF MATTER, SUCH GUIDANCE AS CAN BE GIVEN, AND DETERMINATION OF WHAT DOD OR OTHER USG OFFICIALS MIGHT BE APPROPRIATE FOR HIM TO SEE. WAZIRI'S VISIT UNDERSCORES APPARENT FMG DETERMINATION TO BUY AIRCRAFT (AND PROBABLY OTHER MILITARY EQUIPMENT) FROM ONE SOURCE OR ANOTHER. EMBASSY WOULD APPRECIATE ANY GUIDANCE DEPT CAN OFFER ON POINTS RAISED IN LAGOS 10169 AND EVALUATION OF CONSIDERATIONS OUTLINED IN PARA 5 LAGOS 9287.
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